

Message Text

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51

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SUBJ. PRIVATE TRADE OPPORTUNITY

1. 435/01/00001

2. 071574

3. J. PURNELL

4. 435 CZECHOSLOVAKIA

5. A

6A. REPLY TO--

6B. ING. SVETI KASAL

6C. GLAHE INTERNATIONAL

GMBH

BORSEGASSE 11

A-1010 VIENNA, AUSTRIA

7. CABLE: INTERGLAHE; TELEX 7 5039

8. --

9. 111

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10. DESCRIPTION

3523300-0050. SOWING MACHINES FOR TREE NURSERIES. TRANSPLANTING MACHINES FOR BOTH NEEDLE-LEAFED AND BROADLEAFED TREE SEEDLINGS. MOST PROBABLY BOTH SMALL SEEDLINGS AS WELL AS LARGER ONES WILL BE TRANSPLANTED. THE MACHINERY IS IN USE AT THE U.S. FOREST SERVICE INSTALLATIONS AT WATERSMEET, MINN., AND SAVENAK TREE NURSERY, HANGANL, MONT. THE TRANSPLANTING MACHINES ARE SUPPOSED TO WORK IN 20-30 HA (50-75 ACRE) TREE NURSERIES.

3531883-0050. FELLING WORK MACHINERY, PARTICULARLY MACHINES FOR FULLY MECHANISED FELLING, LIMBING, AND CUTTING OF TRUNKS TO THE LENGTHS REQUIRED FOR FURTHER TREATMENT (E.G. BELOIT TREE - HARVESTER, BUSH-COMBINE E.C.T.)

THE MACHINES WILL BE USED IN THE FORESTS FO CENTRAL EUROPE WHICH ARE SIMILAR TO THOSE OF THE GREAT LAKES REGION OR TO THOSE OF THE EASTERN UNITED STATES. BECAUSE OF THE SMALLER SIZE OF CZECHOSLOVAK FORESTS THERE IS NO USE FOR THE BIG MACHINES USED IN OREGON AND CALIFORNIA. THE OUTPUT PER MACHINE SHOULD BE IN THE RANGE OF 150-200 CUBIC METERS PER SHIFT. GLAHE IS WELL REGARDED FIRM EXPERIENCED IN EAST-WEST TRADE. ING. KASAL, EMPLOYED BY GLAHE AS A CONSULTANT, IS PURSUING A TRADE LEAD HE HAS UNCOVERED IN THE CZECHOSLOVAK GOVERNMENT FOR HIS OWN ACCOUNT. KASAL SEEMS TO HAVE EXCELLENT COMMERCIAL CONTACTS WITH CZECHOSLOVAK INDUSTRIAL ENTERPRISES AND FOREIGN TRADE ORGANIZATIONS.
PERRY

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